

# Comparisons of Job Characteristics

**Focus Occupation:** [Purchasing Agents, Except Wholesale, Retail, and Farm Products \(13-1023\)](#)

**Associated Occupation:** [Wholesale and Retail Buyers, Except Farm Products \(13-1022\)](#)

[Compare Knowledge](#)

[Compare Skills](#)

[Compare Abilities](#)

[Compare Detailed Work Activities](#)

[Compare Tools and Technologies](#)

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

## Knowledge

Similarity of Focus Occupation to Associated Occupation: 76

**Focus Occupation:** [Purchasing Agents, Except Wholesale, Retail, and Farm Products \(13-1023\)](#)

**Associated Occupation:** [Wholesale and Retail Buyers, Except Farm Products \(13-1022\)](#)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Customer and Personal Service	11.3	16.6	6.9	<<	Extensive education and/or training may be required
Administration and Management	8.4	14.3	11.6	<	Expanded education and/or training may be required
Sales and Marketing	5.2	13.6	5.4	<<	Extensive education and/or training may be required
Production and Processing	6.0	13.5	10.7	<	Expanded education and/or training may be required
Economics and Accounting	4.4	12.2	10.8	<	Expanded education and/or training may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Skills

Similarity of Focus Occupation to Associated Occupation: 93

**Focus Occupation:** [Purchasing Agents, Except Wholesale, Retail, and Farm Products \(13-1023\)](#)

**Associated Occupation:** [Wholesale and Retail Buyers, Except Farm Products \(13-1022\)](#)

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Persuasion	7.4	12.8	12.6	0	Current skill level may be sufficient
Negotiation	6.8	12.5	13.9	>	Skill level is likely sufficient
Mathematics	6.2	10.1	9.8	0	Current skill level may be sufficient
Management of Financial Resources	3.3	9.3	13.2	>>	Skill level is likely more than sufficient
Management of Material Resources	3.7	7.9	6.1	<	A higher skill level may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

Abilities		Similarity of Focus Occupation to Associated Occupation: 88			
Focus Occupation: Purchasing Agents, Except Wholesale, Retail, and Farm Products (13-1023) Associated Occupation: Wholesale and Retail Buyers, Except Farm Products (13-1022)					
Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Speech Recognition	9.9	11.6	11.6	0	Current ability level may be sufficient
Mathematical Reasoning	6.3	11.1	8.3	<<	Extensive improvement in abilities may be required
Category Flexibility	9.0	10.6	9.4	<	Some improvement in abilities may be required
Number Facility	6.3	9.6	5.6	<<	Extensive improvement in abilities may be required
Fluency of Ideas	7.6	9.1	5.5	<<	Extensive improvement in abilities may be required
Originality	7.6	9.1	6.6	<<	Extensive improvement in abilities may be required
Visual Color Discrimination	6.4	8.3	1.5	<<	Extensive improvement in abilities may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common		Similarity of Focus Occupation to Associated Occupation: 98
Focus Occupation: Purchasing Agents, Except Wholesale, Retail, and Farm Products (13-1023) Associated Occupation: Wholesale and Retail Buyers, Except Farm Products (13-1022)		
Work Activities	Exclusivity of Activity	
Analyze sales activities or trends	74	
Communicate technical information	4	
Compute financial data	53	
Confer with sales or purchasing personnel	99	
Confer with vendors	77	
Develop purchasing policies or procedures	95	
Direct and coordinate activities of workers or staff	3	
Fill out purchase requisitions	81	
Inspect merchandise to determine value	87	
Locate sources of supply for purchasing	89	
Maintain records, reports, or files	5	
Make presentations	13	
Monitor consumer or marketing trends	74	
Negotiate business contracts	60	

Obtain information from individuals	24
Order or purchase supplies, materials, or equipment	35
Process account invoices	85
Use appraisal techniques in purchasing	92
Use computers to enter, access or retrieve data	3
Use interpersonal communication techniques	10
Use spreadsheet software	18
Use word processing or desktop publishing software	17

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Tools and Technologies that Both Occupations Have in Common

Similarity of Focus  
Occupation to Associated  
Occupation: 85

**Focus Occupation: Purchasing Agents, Except Wholesale, Retail, and Farm Products (13-1023)**

**Associated Occupation: Wholesale and Retail Buyers, Except Farm Products (13-1022)**

Tools and Technologies	Exclusivity
Business function specific software	1
Calculating machines and accessories	3
Computers	1
Content authoring and editing software	1
Data management and query software	1
Finance accounting and enterprise resource planning ERP software	2
Industry specific software	1
Information exchange software	1
Network applications software	1

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.